



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



Mentor-Protégé Program: Leveraging your Agreement

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Program Manager
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25 Approved NASA Mentors

- Aerojet Rocketdyne
- Assurance Technology Corporation (ATC)
- CH2M Hill
- CSRA, LLC
- Engility Corporation d/b/a TASC, Inc.
- Hamilton Sundstrand Space System International, Inc.
- Honeywell Technology Solutions, Inc.
- Jacobs Technology, Inc.
- L3 Communications Vertex Aerospace, LLC
- Lockheed Martin
- Millennium Engineering and Integration Company
- Northrop Grumman
- OrbitalATK Flight Systems Group
- PAE Applied Technologies
- Raytheon Company
- Science Applications International Corporation (SAIC)
- SGT, Inc.
- Sierra Lobo
- Sierra Nevada Corporation
- Southwest Research Institute
- Teledyne Brown Engineering, Inc.
- The Boeing Company
- URS Federal Technical Services, Inc.
- Vencore Services & Solutions, Inc.
- Wyle Laboratories, Inc.

Mentor-Protégé Program Eligibility



- To be eligible to participate as a Mentor in the NASA Mentor-Protégé Program (MPP), an entity must be:
 - A large prime contractor performing under contracts with at least one (1) approved subcontracting plan negotiated with NASA, pursuant to FAR Subpart 19.7, “The Small Business Subcontracting Program”
 - A large prime contractor is eligible for receipt of Government contracts

NOTE: Approved mentors can simultaneously have multiple agreements with various Protégés.

Mentor-Protégé Program Eligibility



- To be eligible to participate as a Protégé in the NASA Mentor-Protégé Program (MPP), an entity must be a:
 - SDB
 - WOSB
 - HUBZone
 - VOSB
 - SDVOSB
 - HBCU
 - MI (as defined in FAR Part 2 “Definitions of Parts and Terms”); or
 - An active NASA SBIR Phase II company; or
 - Small Business Technology Transfer (STTR) Phase II
 - Non-profit agency employing people who are blind or severely disabled, as defined in 41 CFR Chapter 51

Benefits of NASA's Mentor-Program Program



- Participating in the NASA Mentor-Protégé Program strives to benefit all organizations involved:
 - **Mentors**
 - Develop and deepen relationships with reliable small businesses
 - *Gain evaluation points on future proposals and various credits (i.e. Award Fee credits and Past Performance Credit)*
 - **Protégés**
 - Receive the assistance to enhance company's core capabilities and also achieve new technical and business milestones identified in needs assessment to compete amongst other small businesses
 - Strengthen capabilities to win potential NASA, government, and commercial prime & sub contracts
 - **NASA**
 - Gains and strengthens high tech companies in agency's industrial base
 - *Reduces costs due to increase in fierce competition amongst small businesses*

NASA Mentor-Protégé Program

HBCU/MI Agreements



- ❖ All Mentor-Protégé Agreements require a desirable ratio of developmental assistance
- ❖ Under a HBCU/MI Agreement, the developmental assistance requirement split is:
 - ❖ 70% Business Development
 - ❖ 30% Technical Assistance
- ❖ Goal:
 - ✓ Help institutions find another source of revenue especially contracts
 - ✓ Expose Prime Contractors to innovative technology at HBCUs/MIs, for possible technology infusion into NASA missions
 - ✓ Provide students with practical job skills

NASA Mentor-Protégé Program HBCU/MI Agreements



- ❖ **Business Development (70%), including but not limited to:**
 - ❖ Organizational planning management: Strategic and Business Planning, legal/risk management, proposal development
 - ❖ Business development/marketing/sales: Market Research, Product Forecasting, web-based marketing, e-commerce
 - ❖ Human Resource Management
 - ❖ Contract management
 - ❖ Cost Pricing
 - ❖ Proposal Writing
 - ❖ Any other assistance designed to develop the business/infrastructure capabilities of the Protégé
- ❖ **Technical Development (30%), including but not limited to:**
 - ❖ Quality Management programs: ISO 9000 Certification, SEI/CMM certification
 - ❖ Technology Transfer
 - ❖ Obtaining Security Clearance for Institutional facilities
 - ❖ Lean Six Sigma
 - ❖ Fiber optics systems design
 - ❖ Network systems: design and engineering, implementation
 - ❖ Information system design
 - ❖ Tooling design and fabrication

Past HBCU/MI Participants of the Mentor-Protégé Program



- Teledyne Brown Engineering and Alabama State University / Teledyne Brown Engineering and University of Nevada Las Vegas
 - Agreement Period of Performance: August 2015 – August 2016
 - Value of Agreement: \$49K (TBE & ASU); \$58K (TBE & UNLV)
 - Developmental Assistance Provided:
 - Training development for International Space Station (ISS) Payload Ground Support Personnel (GSP) and Payload Developers (PD)
 - Students gained knowledge of GSP and PD training needs and work under the supervision of GSP and PD trainers to develop multi-media training to enhance the ISS training program.
 - The technical assistance trained personnel to develop Space based training products and help the ASU faculty that are interested in conducting research abroad ISS understand some of the laboratory requirements and operations constraints imposed by the ISS program

Past HBCU/MI Participants of the Mentor-Protégé Program



- **Science Applications International Corporation (SAIC) and Oakwood University**
 - Agreement Period of Performance: January 2009 – December 2011
 - Value of Agreement: \$126K
 - Developmental Assistance Provided:
 - Enhancement of Networking Infrastructure, Curriculum Enhancements SharePoint, JAVA and Helpdesk System Support, Federal Contracting Training, Quality Management, Oakwood University Internship Developmental Assistance, Help Desk System establishment, Financial System Study/Survey
- **Jacobs Technology and Tuskegee University**
 - Agreement Period of Performance: April 2010 – March 2013
 - Value of Agreement: \$179K
 - Developmental Assistance Provided:
 - Technology Transfer, Six Sigma, AS9100 Certification, Proposal Development, Marketing Expertise Development, Infrastructure for Subcontracting (including Business Systems, Human Resources)

Past HBCU/MI Participants of the Mentor-Protégé Program



- **Pratt & Whitney Rocketdyne and Alabama A&M University**
 - Agreement Period of Performance: July 2012 – July 2014
 - Value of Agreement: \$398K
 - September 2015 – Held a One Year Mentor-Protégé Annual Review and toured campus with Administrator Bolden
 - **Developmental Assistance Provided:**
 - Job Shadowing (Engineering and Business), Equipment Transfer, Engineering Training to Students, Research & Development, Leadership Academy, Workforce Readiness Workshops, Advisory Board Participant, and more
 - **Benefits to Aerojet Rocketdyne:**
 - Engage directly with students and provide guidance in aerospace industry
 - Students are flexible and provide report of fluctuations; motivated to lead projects and produce high value quality work
 - **Benefits to AAMU:**
 - RISE foundation was established as a 501 (c)3 which is able to operate to focus on contracts to be efficient and effective; AAMU has contracts in place right now
 - MDA; Jacobs (ESSSA); SGT; Calibre (Mentor-Protege Support), Teledyne Brown Engineering, Aerojet Rocketdyne
 - 50 students currently working on 3 projects; NASA Student Launch, Mars exploration rover; Formula SAE
 - Alabama A&M University received a lathe machine from Aerojet Rocketdyne as developmental assistance; Total value of the lathe machine valued at \$400K

Past HBCU/MI Participants of the Mentor-Protégé Program

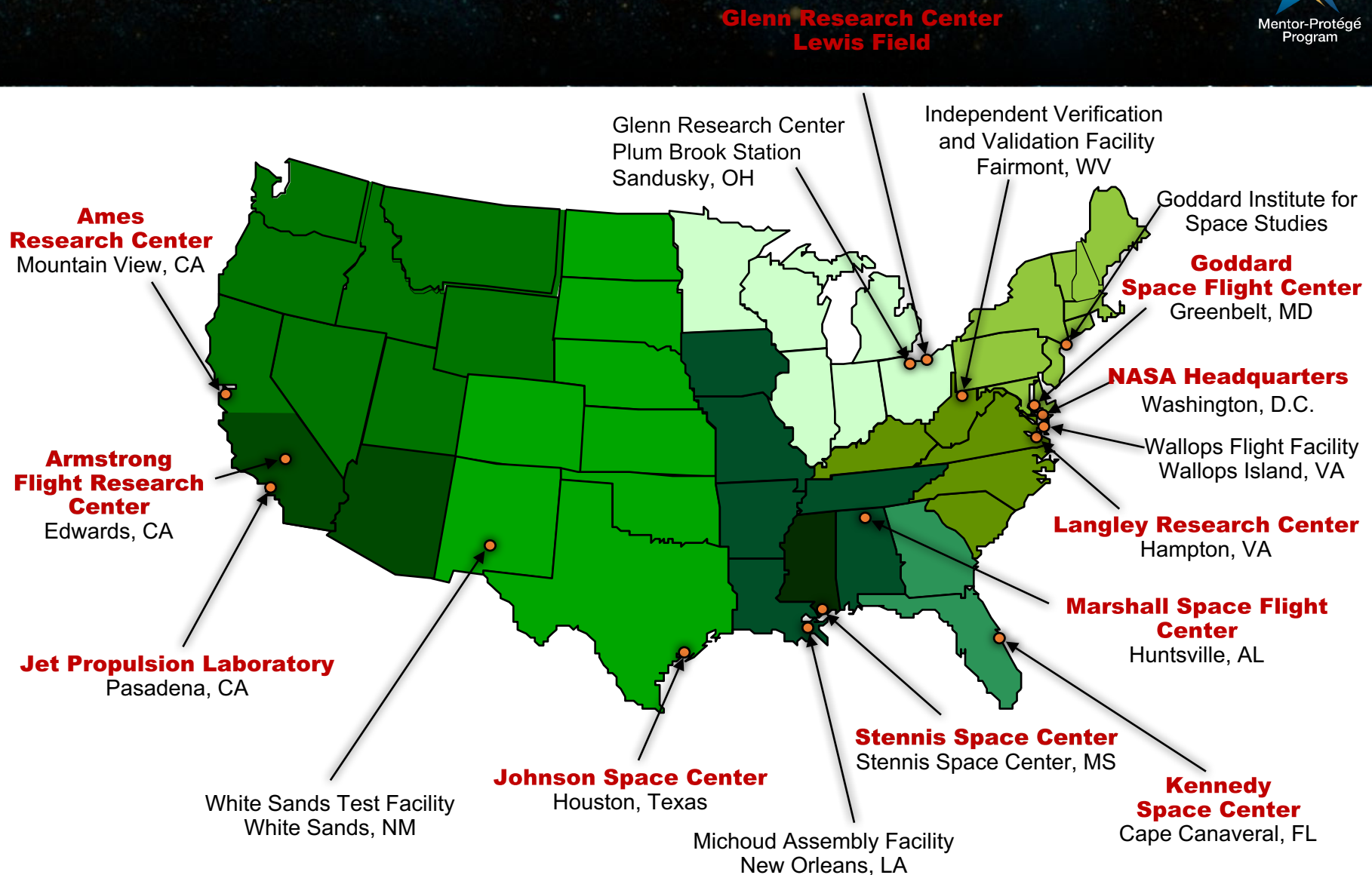


Past HBCU/MI Participants of the Mentor-Protégé Program



- **OrbitalATK and Florida A&M University**
 - Agreement Period of Performance: December 2013 – September 2014
 - Value of Agreement: \$71K
 - Developmental Assistance Provided:
 - PES/Six Sigma Training, Hardware Processing Services, Value Stream Mapping, Marketing Individual Development
 - Agreement Lessons Learned:
 - One of the biggest lessons learned was to ensure the necessary contacts were involved in the conversation, both technical and business subject matter experts, in order to discuss expectations
 - Communication is the most important and crucial factor in the relationships

NASA Centers and Installations



NASA Mentor-Protégé Program

SBA Waiver Status



- ❖ Met with SBA Mentor-Protégé Program Team on June 22nd
- ❖ Informal update on Mentor-Protégé Program submitted on July 14th
- ❖ SBA formally requested NASA's Mentor-Protégé Program justification on August 4th
- ❖ Submitting Mentor-Protégé Program waiver request to the SBA this Friday, August 25th
 - Awaiting for approval from SBA (projected September 2017)

Contact Information



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